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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 4 May 1991

SOUTHWESTERN REGION (SWPA)

Arkansas College
University of Arkansas - Fayetteville
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
UT - Pan American
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, 1991, through May 6, 1991) and cumulatively (September 1, 1990, and may 6, 1991).

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ISSN1048-7700

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	52	273	$26580	$26609	$29400	$26875	$22100	313	2304	$26443	$26667	$29700	$27000	$23100
BUSINESS ADMIN (INCL MGMT	10	94	21949	23730	*	*	*	59	653	22017	23520	29000	21000	17000
DISTRIBUTION MANAGEMENT	+	5	+	26340				+	14	+	26900			
ECONOM & FINANCE (BANKING	32	179	25499	27327	28000	26750	21660	118	880	26168	25814	30000	27000	21000
HOTEL/RESTAURANT MGMT.	10	10	21340	21340	*	*	*	11	49	21036	21165	*	*	*
HUMAN RSRCS (incl LABOR R	+	4	+	24650				3	72	21333	24612	*	*	*
MANAGEMENT INFO SYSTEMS	9	27	30911	28819	*	*	*	99	248	29026	28407	33000	29016	24000
MARKETING/MARK MGMT (RESR	31	151	26323	24641	30500	28000	21000	134	793	23913	23825	28500	23750	18000
REAL ESTATE	+	1	+	24000				+	6	+	20887			
COMMUNICATIONS														
ADVERTISING	+	3	+	18500				1	46	24700	20938	*	*	*
COMMUNICATIONS	+	12	+	19399				12	139	20608	21750	*	*	*
JOURNALISM	1	7	28500	21989	*	*	*	10	81	20654	19955	*	*	*
TELECOMMUN/BROADCASTING	+	17	+	24658				+	39	+	23784			
EDUCATION														
ELEMENTARY EDUCATION	6	19	19568	21121	*	*	*	40	227	19284	20080	21000	20000	17000
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	27	+	16647			
PHYSICAL EDUCATION	1	4	20700	19900	*	*	*	5	25	21078	19245	*	*	*
SPECIAL EDUCATION	+	1	+	18807				4	42	21425	22847	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	2	4	20600	24550	*	*	*	3	16	19400	20681	*	*	*
TEXTILES & CLOTHING	+	12	+	21000				2	52	19250	21721	*	*	*
MERCHANDISING MANAGEMENT	+	7	+	19343				1	31	17000	20926	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	22100				1	19	24000	21401	*	*	*
LETTERS (incl English, Li	+	10	+	22377				6	77	22617	21725	*	*	*
VISUAL & PERFORMING ARTS	+	6	+	20417				+	51	+	19979			
HUMANITIES - OTHER	1	9	20900	22433	*	*	*	4	50	19375	22832	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	1	1	20000	20000	*	*	*	3	41	22901	20966	*	*	*
HISTORY	+	6	+	23167				3	37	19333	22506	*	*	*
POLITICAL SCIENCE/GOVT	2	11	24500	22850	*	*	*	4	94	22550	22294	*	*	*
PSYCHOLOGY	+	16	+	22881				5	107	19815	19863	*	*	*
SOCIOLOGY	+	4	+	20336				+	46	+	19830			
SOCIAL SCIENCES-OTHER	1	22	19000	24949	*	*	*	1	82	19000	20939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	6	17	29247	30268	*	*	*	25	105	29724	30256	36120	30888	22992
AGRICULTURAL	4	14	32650	30224	*	*	*	10	35	31460	30669	*	*	*
ARCHITECTURAL	7	7	32179	32179	*	*	*	33	44	31592	30659	36000	31800	25440
BIOENGINEERING & BIOMEDIC	+	+	+	+				1	6	28500	27917	*	*	*
CHEMICAL	38	164	38538	37898	40700	38400	36000	304	1100	37181	37384	40700	38020	32400
CIVIL	16	131	30473	28864	*	*	*	85	637	31212	29545	36800	31700	25296
COMPUTER	+	44	+	31589				9	144	30854	31891	*	*	*
ELECTRICAL/ELECTRONIC	53	230	33062	33477	38000	33000	29000	232	1232	33528	33113	37500	33600	30000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENVIRONMENTAL ENGINEERING	+	2	+	$29250				+	4	+	$29475			
INDUSTRIAL	4	60	$33501	32960	*	*	*	15	261	$30404	32289	*	*	*
MECHANICAL	53	292	35090	34347	$38400	$36000	$31200	312	1466	34865	34069	$38500	$35950	$30000
METALLURGICAL	+	39	+	33664				+	124	+	33557			
MINING (INCL GEOLOGICAL)	+	3	+	32000				+	39	+	31184			
NUCLEAR	+	2	+	30417				1	15	32700	32332	*	*	*
PETROLEUM	3	28	34000	40166	*	*	*	80	164	37577	38686	42500	38400	31200
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	4	26	30650	29405	*	*	*	7	144	30400	28678	*	*	*
INDUSTRIAL TECHNOLOGY	2	6	30500	30000	*	*	*	2	18	30500	27361	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24750				1	60	27000	22712	*	*	*
ANIMAL SCIENCES	+	4	+	23000				1	27	22500	21746	*	*	*
PLANT SCIENCES	+	6	+	19702				+	14	+	20221			
NATURAL RESOURCES	+	1	+	16300				+	11	+	20005			
OTHER AGRICULTURAL SCIENC	+	4	+	19750				+	27	+	24597			
COMPUTER SCIENCE														
COMPUTER SCIENCE	10	72	33422	32088	*	*	*	78	585	30839	30469	35000	32000	24000
COMPUTER PROGRAMMING	1	2	20000	19375	*	*	*	1	21	20000	28173	*	*	*
INFORMATION SCIENCES & SY	1	15	28500	28829	*	*	*	24	142	29226	29000	31500	30000	27000
SYSTEMS ANALYSIS	+	2	+	31000				+	6	+	25427			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				10	72	27626	28058	*	*	*
HEALTH SCIENCES	+	5	+	17700				+	32	+	20564			
NURSING	+	10	+	26500				+	89	+	28349			
PHARMACY	+	1	+	44200				+	31	+	39040			
SCIENCES														
ACTUARIAL	+	1	+	31740				+	9	+	29269			
ARCHITECTURAL & ENVIRONME	+	+	+	+				4	16	27575	26463	*	*	*
BIOLOGICAL	2	11	19206	22210	*	*	*	7	51	21503	21267	*	*	*
CHEMISTRY	+	4	+	28355				3	64	33013	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	26233				4	25	34050	28250	*	*	*
MATHEMATICS	1	28	20800	29868	*	*	*	7	113	25100	27503	*	*	*
PHYSICS	+	1	+	27400				4	15	26049	29059	*	*	*
OTHER PHYSICAL & EARTH SC	+	1	+	28000				1	5	19747	22109	*	*	*
POLYMER SCIENCE	+	2	+	35250				+	2	+	35250			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	364	2162						2103	13323					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	27	184	$26174	$27139	$28500	$26496	$22100	220	1735	$26832	$27222	$31000	$27000	$23500
ACCOUNTING (PRIVATE)	25	79	26798	25617	27600	27000	26000	105	591	26060	25068	29000	27000	24000
COMMERCIAL BANKING (CNSMR	1	17	24000	23665	*	*	*	4	70	22500	22376	*	*	*
COMMERCIAL BANKING (LENDG	2	27	23580	23876	*	*	*	8	88	25082	24086	*	*	*
INVESTMT BANKING (CORP FN	2	3	27500	26333	*	*	*	3	27	27667	28093	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				+	4	+	18875			
INVESTMT BANKG (SALES & T	1	2	30000	32000	*	*	*	4	19	28248	23268	*	*	*
FINANCIAL/TREASURY ANALYS	17	64	28065	29466	*	*	*	35	293	27627	27173	31800	27500	24000
PORTFOLIO MGMT/BROKERAGE	+	4	+	33250				2	29	26250	23416	*	*	*
UNDERWRITING	1	21	24000	25648	*	*	*	11	110	22275	24295	*	*	*
INSURANCE - CLAIMS	1	12	24000	23658	*	*	*	7	80	24942	22813	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	21500				+	26	+	20086			
MEDIA PLANNING	+	2	+	15250				1	12	16640	20287	*	*	*
REPORTING	+	+	+	+				1	16	15600	16355	*	*	*
PRODUCTION	+	4	+	26140				+	44	+	24874			
PUBLIC RELATIONS	+	2	+	19720				1	44	18000	20000	*	*	*
WRITING / EDITING	1	5	28500	22700	*	*	*	2	28	28050	20589	*	*	*
MARKETING														
ADVERTISING	+	6	+	19067				2	31	22000	20474	*	*	*
BRAND/PRODUCT MANAGEMENT	2	13	26050	24645	*	*	*	5	109	26420	24319	*	*	*
BUYER/MERCHANDISING	2	55	20600	23580	*	*	*	11	196	23136	23447	*	*	*
DISTRIBUTION	+	2	+	25500				9	39	25896	26459	*	*	*
MARKET RESEARCH	3	6	25133	27483	*	*	*	9	60	25552	25273	*	*	*
PURCHASING	2	4	28250	28500	*	*	*	4	27	26425	27570	*	*	*
SALES	20	144	26090	25757	34800	28000	17000	96	796	24288	25314	34000	23750	17000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	5	+	20600				+	26	+	20328			
FINANC,TAXA, MONETARY POL	2	17	18998	23123	*	*	*	3	66	21765	22909	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				1	10	18200	21659	*	*	*
LAW ENFORCEMENT	1	2	20000	18530	*	*	*	4	37	22176	23362	*	*	*
MILITARY	+	2	+	24917				3	46	19867	23646	*	*	*
NATIONAL SECURITY	+	1	+	20000				+	8	+	20200			
URBAN / REGIONAL PLANNING	+	+	+	+				+	10	+	19183			
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	6	+	26333			
DESIGN / CONSTRUCT	23	94	32521	30318	37500	33600	27000	167	677	32113	30702	37300	33000	25400
ENVIRONMENTAL/SANITATION	2	16	27986	29419	*	*	*	29	120	32330	30840	39000	32500	25296
MANUFACTURING/INDUSTRIAL	19	137	35191	34314	*	*	*	90	789	34886	33890	38400	36000	29500
SYSTEMS / PROGRAMMING	9	34	34292	31754	*	*	*	55	182	33559	32263	36700	34000	29105
POWER SYSTEMS	2	27	33000	32981	*	*	*	18	164	34136	33185	*	*	*
SOFTWARE DESIGN & DEVELOP	1	17	30000	32858	*	*	*	27	139	32154	32396	34800	32800	30000
HARDWARE DESIGN & DEVELOP	4	33	36375	34675	*	*	*	27	155	33801	33517	35600	34000	30600

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	5	32	$38088	$34964	*	*	*	36	252	$35489	$34165	$39120	$35520	$31000
TESTING	3	11	32806	32438	*	*	*	21	115	32230	30665	36000	33000	29519
PROCESS ENGINEERING	37	154	38083	37939	$40700	$38000	$34680	310	893	38052	37654	40800	38040	34800
PROJECT ENGINEERING	32	268	34243	33817	38500	33502	31800	160	851	34711	34178	39300	35550	28124
OTHER ENGINEERING	55	195	32059	31991	38000	32032	26500	180	1074	32981	32645	38600	33000	26500
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	2	+	21000				2	22	27500	24025	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	3	+	23444			
MEDICAL TECHNOLOGY	+	1	+	12000				7	32	26329	23649	*	*	*
NURSES / PERSONAL CARE	+	10	+	26500				+	85	+	27884			
OCCUPATIONAL THERAPY	+	+	+	+				+	21	+	29647			
PHARMACIST	+	1	+	44200				+	32	+	38650			
PHYSICAL THERAPY	+	+	+	+				+	11	+	26516			
RESPIRATORY THERAPY	+	+	+	+				2	4	36828	33914	*	*	*
OTHER HEALTH RELATED	+	6	+	19250				3	63	19832	23580	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	2	+	25250				+	21	+	20649			
COUNSELING	+	2	+	19500				2	47	17840	16977	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	2	+	20620			
SOCIAL WORK	1	6	19000	16937	*	*	*	4	41	20225	17369	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	6	64	30883	29905	*	*	*	84	454	29111	28886	33600	29200	24000
INFORMATION SYSTEMS	8	34	30975	30085	*	*	*	25	190	31195	29428	34500	31000	28000
SYSTEMS ANALYSIS & DESIGN	3	28	30133	31708	*	*	*	64	267	29584	30056	33500	29500	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	10	+	32524				+	22	+	31580			
AGRICULTURE/NAT'L RESOURC	+	22	+	23314				2	83	22550	21885	*	*	*
ARCHITECTURE	+	+	+	+				+	8	+	26238			
CONSULTING	2	78	28250	29774	*	*	*	34	346	28003	29144	31500	28000	24000
HUMAN RESRCS /INDUS RELS	+	7	+	25771				7	72	19886	23623	*	*	*
MANAGEMENT TRAINEE	31	140	22919	23510	28500	21600	18000	132	898	22751	22804	28500	21250	18000
MATH/STATISTICIANS	+	3	+	22584				1	24	20195	23554	*	*	*
PARALEGAL	+	2	+	18750				+	10	+	20450			
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	8	24000	23077	*	*	*
RESEARCHERS - TECHNICAL	+	4	+	33758				2	34	27400	28981	*	*	*
TEACHING	11	32	19838	20732	*	*	*	60	427	19950	20549	22900	20000	17000
TOTALS	364	2162						2103	13323					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	11	23	$36773	$32298	*	*	*	110	184	$32264	$31324	$39000	$31500	$27000
MBA--NON-TECH	7	33	32207	35675	*	*	*	30	283	31846	35653	41500	32000	20200
MBA--TECH	+	10	+	43850				3	60	32100	39898	*	*	*
MS-BUSINESS	+	9	+	40400				5	25	36760	42514	*	*	*
ECONOMICS & FINANCE (BANK	4	63	41750	43954	*	*	*	5	147	39400	43562	*	*	*
HUMAN RESOURCES (INCL LAB	+	13	+	40231				+	36	+	37981			
MANAGEMENT INFORMATION SY	3	6	40473	38587	*	*	*	10	20	37962	35686	*	*	*
MARKETING/MKTNG MGT (RESE	2	50	37750	43302	*	*	*	3	100	41833	44661	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	8	+	29320			
JOURNALISK	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				4	16	22025	23926	*	*	*
ELEMENTARY EDUCATION	+	1	+	19000				5	28	22300	24224	*	*	*
PHYSICAL EDUCATION	+	1	+	16500				3	5	28000	22900	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	1	+	22500				3	10	20133	23757	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	12300	16650	*	*	*
LETTERS	+	+	+	+				1	4	24000	23500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				1	3	21000	20408	*	*	*
HUMANITIES - OTHER	+	+	+	+				+	4	+	31251			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	1	+	22145			
PSYCHOLOGY	+	1	+	24000				1	11	24900	23592	*	*	*
SOCIOLOGY	+	+	+	+				1	3	20800	24267	*	*	*
SOCIAL SCIENCES - OTHER	+	+	+	+				1	13	30000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	3	36672	36672	*	*	*	4	11	37504	35921	*	*	*
AGRICULTURAL	+	2	+	28500				+	2	+	28500			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	2	+	32750			
CHEMICAL	2	9	40000	40369	*	*	*	7	53	39320	39988	*	*	*

continued

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	8	9	$34554	$34270	*	*	*	30	79	$36646	$34904	$41004	$36000	$32000
COMPUTER	+	5	+	42330				1	7	39600	40921	*	*	*
ELECTRICAL/ELECTRONIC	7	18	39563	39275	*	*	*	27	138	38219	38451	42000	39000	34200
INDUSTRIAL	+	1	+	39000				1	22	31200	36502	*	*	*
MECHANICAL	2	9	37250	39728	*	*	*	22	124	38493	38202	41499	39000	35500
METALLURGICAL	+	2	+	39012				+	19	+	38013			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	2	4	41300	43400	*	*	*	11	30	42555	43500	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	18000				2	4	21091	20972	*	*	*
HEALTH SCIENCES	+	1	+	26500				1	14	20000	26250	*	*	*
NURSING	+	+	+	+				+	1	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				2	7	27750	26671	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	3	+	22686			
CHEMISTRY	+	+	+	+				1	10	22000	33412	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	10	+	36381				11	101	35282	37419	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	5	+	39540				10	30	36062	36917	*	*	*
MATHEMATICS (INCL ACTUARI	+	2	+	28750				3	13	27067	27977	*	*	*
PHYSICS	+	+	+	+				1	3	31300	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	51	293						321	1660					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	1	26	$48000	$47922	*	*	*	2	146	$39000	$44582	*	*	*
MBA--TECH	+	14	+	48279				+	51	+	47900			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	2	70	50000	49324	*	*	*	6	219	47000	48390	*	*	*
MBA--TECH	1	43	43000	50033	*	*	*	4	110	50000	51878	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	+	43	+	50948				4	181	54750	48651	*	*	*
MBA--TECH	1	25	60000	55297	*	*	*	2	89	55650	52914	*	*	*
TOTALS	5	221						18	796					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	1	+	$71500				+	11	+	$56736			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				1	7	$30000	37582	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	35000				+	2	+	32500			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	45957			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				1	3	54080	46027	*	*	*
CHEMICAL	11	12	$53273	52333	*	*	*	18	54	52531	53038	*	*	*
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	53750				4	13	57300	55798	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	1	1	56000	56000	*	*	*	2	5	54880	48033	*	*	*
METALLURGICAL	+	3	+	52200				+	15	+	48667			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	43000			
BIOLOGICAL	+	+	+	+				+	4	+	31138			
CHEMISTRY	+	2	+	50000				1	55	46200	48340	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				2	10	41270	52184	*	*	*
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	3	+	44133				+	5	+	47600			
TOTALS	12	25						29	213					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26840 210 35000/24000			23125 6			23400 3	25829 7	
BUSINESS ADMIN (INCL MGMT				31000 1		45000 1	20000 1	27500 1	
ECONOM & FINANCE (BANKING	26920 11			25559 11	28250 4	24750 2	22250 2	28500 10	
MANAGEMENT INFO SYSTEMS	30313 8			27500 1		27500 2	31417 6	30727 11	
MARKETING/MARK MGMT (RESR				24000 1		21250 2	20000 2	24333 3	
COMMUNICATIONS	18000 1								
JOURNALISM						15600 1	21000 2		
LETTERS (incl English, Li				17500 1			28200 1		
HISTORY								18000 1	
PSYCHOLOGY								26900 1	
AEROSPACE & AERONAUTICAL									25996 2
AGRICULTURAL									31000 1
ARCHITECTURAL								30380 8	29700 1
CHEMICAL						38400 1		35451 11	33047 4
CIVIL								30413 15	
COMPUTER							30985 4		
ELECTRICAL/ELECTRONIC						32500 3	31380 1	32009 21 38000/29105	30000 1
MECHANICAL								33858 12	36491 7
ENGINEERING TECHNOLOGY									30300 1
COMPUTER SCIENCE	28000 3				32000 1	32600 5	32076 5	28000 1	34000 1
INFORMATION SCIENCES & SY	30250 2						28125 4	30000 5	
ARCHITECTURAL & ENVIRONME	26500 1							28600 1	
BIOLOGICAL									19600 1

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS							27400 2		

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING						25750 2			
BUSINESS ADMIN (INCL MGMT		21600 5	19750 4	23263 5		18829 16			
ECONOM & FINANCE (BANKING	25230 10	19500 2		22020 6		23817 6		26700 1	
HOTEL/RESTAURANT MGMT.		20671 3	20198 7						
HUMAN RSRCS (incl LABOR R				22500 1					
MANAGEMENT INFO SYSTEMS		25000 2		19850 2		27792 6			
MARKETING/MARK MGMT (RESR	23500 2	22667 3	20100 1	24140 7		22821 49 31000/17000	42000 1		18000 1
ADVERTISING						24700 1			
COMMUNICATIONS		22000 2	18500 1			16550 4	21000 1		
JOURNALISM	18000 1					21267 3			
HUMAN ECOLOGY (HOME ECONO						20600 2			
TEXTILES & CLOTHING						19250 2			
MERCHANDISING MANAGEMENT						17000 1			
HUMANITIES - OTHER						20600 1			
CRIMINAL JUSTICE								24352 2	
HISTORY						24000 1			
POLITICAL SCIENCE/GOVT	21000 1								
PSYCHOLOGY				22500 1					
AGRICULTURAL						30375 4			
BIOENGINEERING & BIOMEDIC						28500 1			
COMPUTER						30000 1			
ELECTRICAL/ELECTRONIC						30120 1		26500 1	
ANIMAL SCIENCES						22500 1			

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
COMPUTER SCIENCE						26400 2			
CHEMISTRY				31500 1					
PHYSICS		22000 1			—				

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			18000 1	27000 1	17625 2	19516 6	20700 1	22750 2	18000 1
BUSINESS ADMIN (INCL MGMT			17433 3		27033 3	20893 5		21500 2	
ECONOM & FINANCE (BANKING				24000 2					28000 1
MANAGEMENT INFO SYSTEMS			25086 7	29600 1		17653 2			25000 1
MARKETING/MARK MGMT (RESR			20000 1	23500 1		22767 3			20000 1
COMMUNICATIONS				25000 2					
ELEMENTARY EDUCATION					19240 39 23500/17000	21000 1			
PHYSICAL EDUCATION					21078 5				
SPECIAL EDUCATION					21425 4				
LETTERS (incl English, Li			24000 1			20200 1	18200 1		
HUMANITIES - OTHER					17450 2	22000 1			
CRIMINAL JUSTICE							20000 1		
HISTORY						16000 1			
POLITICAL SCIENCE/GOVT						20200 1			
PSYCHOLOGY								16559 3	
AEROSPACE & AERONAUTICAL			33000 1			24243 7			
ARCHITECTURAL				34800 1			25200 2		
CHEMICAL		38280 1		28836 1	36200 1	31012 4	29418 2		
CIVIL			43420 2	33300 2		26501 3	26763 20 35040/24912		
COMPUTER			36000 1	30150 1					
ELECTRICAL/ELECTRONIC				31296 14		27988 6	30300 2		
INDUSTRIAL			30000 1	29100 2		22782 2			
MECHANICAL				31354 7		22873 6	28750 1		

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER SCIENCE		33500 1	34800 1	29753 2		21823 5	23000 1		27600 1
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY			25000 1						
ALLIED HEALTH					18300 1			27045 8	41600 1
BIOLOGICAL					19206 2		18100 1		20000 1
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS					19150 2				
PHYSICS						25098 2			
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	S	OCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					24000 1	28668 1		26500 1	25000 1	22500 2
BUSINESS ADMIN (INCL MGMT					20000 1			17000 1		
ECONOM & FINANCE (BANKING									18500 1	
HUMAN RSRCS (incl LABOR R								17000 1		
MANAGEMENT INFO SYSTEMS						26000 1			29000 1	
MARKETING/MARK MGMT (RESR	35000 1							14400 1		
JOURNALISM	22000 1									
HUMAN ECOLOGY (HOME ECONO				17000 1						
SOCIAL SCIENCES-OTHER				19000 1						
AEROSPACE & AERONAUTICAL						31422 4				
ARCHITECTURAL									30720 10	
CHEMICAL									40200 2	37517 101 43000/34800
CIVIL									29000 4	33050 4
ELECTRICAL/ELECTRONIC					30000 1	32584 7		34890 2	32439 5	36670 10
INDUSTRIAL						27700 1			31000 1	
MECHANICAL						29901 14		34550 4	32684 5	36682 45 39000/35000
PETROLEUM										41000 2
AGRIBUSINESS							27000 1			
COMPUTER SCIENCE						31050 2				28800 1
ARCHITECTURAL & ENVIRONME									26400 1	
CHEMISTRY										33540 1

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th. 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	31000 3	26500 2			20000 1				27100 58 30600/26000
BUSINESS ADMIN (INCL MGMT			31500 2						26650 4
ECONOM & FINANCE (BANKING	26000 4	25000 1	24000 2	29750 4					27962 30 31964/26500
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	28500 3	29325 4	32500 1						30221 39 36100/27600
MARKETING/MARK MGMT (RESR	24190 10	27000 1	24785 13	27100 5				22500 2	27218 9
COMMUNICATIONS									29600 1
JOURNALISM		28500 1							
AEROSPACE & AERONAUTICAL	31500 1	30500 1							32930 5
AGRICULTURAL			30000 1						
ARCHITECTURAL									34310 11
CHEMICAL	35292 5	38300 4	37950 2	36500 2	36600 1		35520 1	38075 4	37523 146 55100/30000
CIVIL				26500 1					34494 31 42200/30000
COMPUTER	24000 1								33600 1
ELECTRICAL/ELECTRONIC	33779 48 42000/31500	33631 61 39528/31000	36533 3					37400 1	36129 33 42200/32000
INDUSTRIAL		31800 1					30600 1		33733 3
MECHANICAL	33375 4	33430 18	36875 8	33480 2				35750 4	36040 150 54800/31800
NUCLEAR	32700 1								
PETROLEUM									37489 78 55000/31200
ENGINEERING TECHNOLOGY		30000 1							30875 4
INDUSTRIAL TECHNOLOGY		32500 1							
COMPUTER SCIENCE	30045 4	31864 8							32754 30 38500/29000
INFORMATION SCIENCES & SY	31200 1							30000 1	30174 7

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ARCHITECTURAL & ENVIRONME									28800 1
BIOLOGICAL			20400 1						
CHEMISTRY				34000 1					
GEOLOGY & GEOLOGICAL SCI									35700 2
MATHEMATICS	23000 1								29800 2
PHYSICS									32000 1

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING						30600 1	
BUSINESS ADMIN (INCL MGMT						19827 3	24000 1
ECONOM & FINANCE (BANKING	12000 1					26667 3	26050 4
HOTEL/RESTAURANT MGMT.							28000 1
MANAGEMENT INFO SYSTEMS							31200 1
MARKETING/MARK MGMT (RESR	31100 2				19300 2	22821 4	25433 6
JOURNALISM						16640 1	
FOREIGN LANGUAGES							24000 1
LETTERS (incl English, Li						27600 1	
POLITICAL SCIENCE/GOVT						24500 2	
AEROSPACE & AERONAUTICAL						34020 4	
AGRICULTURAL						33200 3	32500 1
CHEMICAL						36958 7	36650 4
CIVIL							28200 3
ELECTRICAL/ELECTRONIC						31201 6	33580 5
INDUSTRIAL						34000 2	32004 1
MECHANICAL			29360 4		24000 1	34165 17	30400 3
ENGINEERING TECHNOLOGY							29000 1
INDUSTRIAL TECHNOLOGY							28500 1
COMPUTER SCIENCE	31000 1					28250 2	27600 1
INFORMATION SCIENCES & SY							27000 3
BIOLOGICAL							34008 1

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26926 230 35000/24000			24757 21 31000/21660	28250 4	25950 8	25494 17	27918 34 40000/24000	
BACHELOR - TECHNICAL	28500 6				32000 1	33211 9	30188 16	32085 74 48000/28000	32871 20 43200/22992

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24164 14	21824 17	19922 13	22823 22 30000/21000		22092 94 32000/15600	31500 2	25135 3	18000 1
BACHELOR - TECHNICAL		22000 1		31500 1		28542 10		26500 1	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			22300 13	25443 7	19867 55 30600/17000	20218 21 23000/16973	19633 3	19739 7	22750 4
BACHELOR - TECHNICAL		35890 2	35091 7	31190 30 36700/28836	21370 8	25136 36 36500/20563	26722 29 35040/24912	27045 8	29733 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	28500 2		18000 2	22000 2	27334 2		18725 4	24167 3	22500 2
BACHELOR - TECHNICAL				30000 1	30793 28 35500/28500	27000 1	34663 6	31665 28 40800/27000	37092 164 43000/34380

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26220 20 42000/20000	27867 9	25872 18	27900 10	20000 1			22500 2	28159 141 36100/26000
BACHELOR - TECHNICAL	33242 66 42000/31200	33539 95 39600/30000	35393 15	33410 6	36600 1		33060 2	36270 10	36151 505 55100/30000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	24733 3				19300 2	23640 15	
BACHELOR - TECHNICAL	31000 1		29360 4		24000 1	33827 41 45000/31200	

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	31000 3	49000 1			21750 2	34000 1	32626 6	35000 2	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	40000 1			45000 1					
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					16000 1	20200 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH	14400 1								
MBA--TECH									29150 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH				39900 1					36400 6
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							25408 3
MBA--TECH							

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26875 208 35000/24000	25809 90 30600/23000	17500 2						30250 3
BUSINESS ADMIN (INCL MGMT			31000 1						
ECONOM & FINANCE (BANKING	26469 7	27803 13		25082 8	27667 3			26997 3	27721 29 32000/24000
MANAGEMENT INFO SYSTEMS	32000 1	27000 1							
MARKETING/MARK MGMT (RESR			24000 1						18000 1
COMMUNICATIONS	18000 1								
ELECTRICAL/ELECTRONIC	23096 1								
INDUSTRIAL									31800 1
PETROLEUM									22500 1
COMPUTER SCIENCE	28000 1							32000 1	
INFORMATION SCIENCES & SY		25020 1							
ARCHITECTURAL & ENVIRONME	26500 1								

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPO[RT]
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THRO[UGH 5/6/91]

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURA[NCE - CL]		DESIGN/GRAPHIC	MEDIA PLANNING		REPORTING		PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	
BUSINESS ADMIN (INCL MGMT			22667	3	24157	2									
ECONOM & FINANCE (BANKING	26250	2	22333	3	24060	2									
HUMAN RSRCS (incl LABOR R			22500	1											
MANAGEMENT INFO SYSTEMS			13200	1											
MARKETING/MARK MGMT (RESR			24773	3	23330	2									
JOURNALISM								16640	1	15600	1		18000	1	28500	1
LETTERS (incl English, Li															27600	1
CHEMISTRY					31500	1										

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									18998 2
BUSINESS ADMIN (INCL MGMT		24000 1		23333 3			18500 2		
ECONOM & FINANCE (BANKING			28200 1		29321 3		23000 10		27300 1
HOTEL/RESTAURANT MGMT.							28000 1		
HUMAN RSRCS (incl LABOR R			24500 1						
MANAGEMENT INFO SYSTEMS			28500 1						
MARKETING/MARK MGMT (RESR	20000 1	27025 4	22820 5	25988 3	23600 5	26425 4	23618 56 42000/17000		
ADVERTISING							24700 1		
COMMUNICATIONS							18117 6		
JOURNALISM					24000 1		18000 1		
HUMAN ECOLOGY (HOME ECONO			20600 2						
TEXTILES & CLOTHING			18000 1						
FOREIGN LANGUAGES							24000 1		
LETTERS (incl English, Li	24000 1						17500 1		
HISTORY							24000 1		
POLITICAL SCIENCE/GOVT							23333 3		
PSYCHOLOGY							22500 1		
AEROSPACE & AERONAUTICAL							30500 1		
CHEMICAL							37028 3		
COMPUTER							30000 1		
ELECTRICAL/ELECTRONIC							36713 3		
MECHANICAL				31800 2					
ANIMAL SCIENCES							22500 1		

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
COMPUTER SCIENCE				21500 1			32460 1		
BIOLOGICAL							34008 1		
CHEMISTRY							34000 1		

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT		20000 1							
LETTERS (incl English, Li	18200 1								
HUMANITIES - OTHER			22000 1						
CRIMINAL JUSTICE		22901 3							
HISTORY			16000 1						
AEROSPACE & AERONAUTICAL							31320 6		
AGRICULTURAL							32500 1	31000 1	29500 1
ARCHITECTURAL							32154 26 38000/25440	29800 2	31800 1
CHEMICAL							33997 5	33760 10	36247 11
CIVIL							30165 57 42200/25296	33213 13	34800 1
ELECTRICAL/ELECTRONIC							33252 21 37300/31000		35814 15
INDUSTRIAL									28013 5
MECHANICAL							33714 47 54800/30000	29000 2	35094 48 39500/29520
PETROLEUM							34592 2		37300 6
ENGINEERING TECHNOLOGY							30000 1		29650 2
COMPUTER SCIENCE							35000 1		
BIOLOGICAL								19600 1	
GEOLOGY & GEOLOGICAL SCI			21600 1						

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	29400 1								
MANAGEMENT INFO SYSTEMS	32800 3								
AEROSPACE & AERONAUTICAL		21201 1	31500 1			28207 3		29222 4	30054 9
AGRICULTURAL								33000 2	31120 5
ARCHITECTURAL						30333 3			24150 1
CHEMICAL	37500 2				37475 8		38207 226 55100/35500	30251 22 39600/25560	35919 17
CIVIL	34400 1				33500 1			29819 4	34988 8
COMPUTER	30133 3		33540 1						
ELECTRICAL/ELECTRONIC	33704 36 39000/31500	36224 14	32295 20 37000/30000	33624 26 39000/30600	34080 10	34144 5	34788 8	34431 24 45000/31200	31838 47 39500/26500
INDUSTRIAL								32300 5	30675 4
MECHANICAL	35500 1	27001 2	33500 1	38400 1	34807 15	33389 9	36182 48 39600/32000	36424 75 54000/31800	33504 59 43200/28000
NUCLEAR									32700 1
PETROLEUM					40000 1	30000 1	40947 28 55000/35100	36545 22 45000/32000	36071 18
ENGINEERING TECHNOLOGY									30875 4
INDUSTRIAL TECHNOLOGY								32500 1	28500 1
COMPUTER SCIENCE	33665 8	32100 1	30928 4						
ARCHITECTURAL & ENVIRONME									27933 3
GEOLOGY & GEOLOGICAL SCI					41400 1				30000 1
PHYSICS								30000 1	26098 2

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	30000 1								
BUSINESS ADMIN (INCL MGMT	25000 1								
PSYCHOLOGY									15498 2
BIOENGINEERING & BIOMEDIC									28500 1
ALLIED HEALTH			26329 7					36828 2	

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					28200 1		28200 1		
BUSINESS ADMIN (INCL MGMT				20633 3	24000 1	30600 1	25000 1		
ECONOM & FINANCE (BANKING							28933 3		
MANAGEMENT INFO SYSTEMS					28564 36 35000/24000	30869 16	28563 33 36100/24000		
MARKETING/MARK MGMT (RESR							20000 1		
COMMUNICATIONS							29600 1		
HUMAN ECOLOGY (HOME ECONO		17000 1							
LETTERS (incl English, Li					28200 1				
PSYCHOLOGY		18680 1							
SOCIAL SCIENCES-OTHER				19000 1					
COMPUTER					31200 3		30150 1		
MECHANICAL					23040 1				
AGRIBUSINESS									27000 1
COMPUTER SCIENCE					30593 25 35400/25500	32054 7	32271 20 38500/29000		
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY					29492 13	31000 1			
BIOLOGICAL									18100 1
MATHEMATICS					25900 2		28533 3		

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		24000 1		22425 4					
BUSINESS ADMIN (INCL MGMT		27500 1	19100 2	21106 34 45000/12000					21500 1
ECONOM & FINANCE (BANKING		27900 10		23247 19			24000 1		
HOTEL/RESTAURANT MGMT.				20340 10					
HUMAN RSRCS (incl LABOR R			17000 1						
MANAGEMENT INFO SYSTEMS		30017 6		29600 1					
MARKETING/MARK MGMT (RESR		26500 2		23953 46 33000/19000					
COMMUNICATIONS			21000 1	23333 3					
JOURNALISM		22000 1		21267 3					
ELEMENTARY EDUCATION									19284 40 23500/17000
PHYSICAL EDUCATION									21078 5
SPECIAL EDUCATION									21425 4
TEXTILES & CLOTHING				20500 1					
MERCHANDISING MANAGEMENT				17000 1					
LETTERS (incl English, Li									20200 1
HUMANITIES - OTHER				20600 1					17450 2
HISTORY		18000 1							
POLITICAL SCIENCE/GOVT				20200 1					
PSYCHOLOGY				26900 1					
ELECTRICAL/ELECTRONIC		28250 2							
MECHANICAL								34800 1	
PETROLEUM				20856 1					
COMPUTER SCIENCE		30000 1	21000 3	27835 3	20195 1				

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
INFORMATION SCIENCES & SY		29111 9							
ALLIED HEALTH									18300 1
BIOLOGICAL				20400 1				20000 1	19206 2
CHEMISTRY				33540 1					
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS									19150 2
PHYSICS				22000 1					
OTHER PHYSICAL & EARTH SC									19747 1

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTM. BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26845 217 35000/24000	26070 104 31000/24000	22500 4	25082 8	27667 3			26997 3	27656 33 42000/24000
BACHELOR - TECHNICAL	25865 3	25020 1						32000 1	27150 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	26250 2	22275 11	23849 6		16640 1	15600 1		18000 1	28050 2
BACHELOR - TECHNICAL			31500 1						

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	22000 2	26420 5	23136 11	24661 6	25552 9	26425 4	22940 84 42000/17000		21765 3
BACHELOR - TECHNICAL				28367 3			33724 12		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	18200 1	22176 4	19000 2						
BACHELOR - TECHNICAL			21600 1				32113 167 54800/25400	32330 29 43000/2529[illegible]	34886 90 42500/29500

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	31950 4								
BACHELOR - TECHNICAL	33686 51 40000/31000	34136 18	32154 27 37000/30000	33801 27 39000/30600	35489 36 42000/31000	32230 21 40500/29519	38052 310 55100/34800	34711 160 54000/28124	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	27500 2								
BACHELOR - TECHNICAL			26329 7					36828 2	

AVERAGE SALARY OFFERS MAY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		17840 2		20225 4	28428 39 35000/24000	30853 17	28305 40 36100/24000		
BACHELOR - TECHNICAL					29704 45 36000/24000	31923 8	31715 24 38500/29000		22550 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27436 22 40000/24000	19050 4	22583 125 45000/18000			24000 1		19604 53 27500/17000
BACHELOR - TECHNICAL		29042 12	21000 3	25757 7	20195 1			27400 2	22566 7